

Message Text

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PAGE 01 TAIPEI 03181 180759Z

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ACTION EA-09

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R 180650Z MAY 76
FM AMEMBASSY TAIPEI
TO USDOC WASHDC
INFO SECSTATE WASHDC 9517

UNCLAS TAIPEI 3181

E.O. 11652: N/A

TAGS: BEXP, TW

SUBJECT: FOREIGN BUYER PROGRAM: MR. RICHARD KING,
MANAGER OF INDUSTRIAL & CONSTRUCTION EQUIPMENT
DEPT., THE CHINA ENGINEERS, LTD.

REF : CCP FY76

1. THE CHINA ENGINEERS, LTD., A MEDIUM-SIZED FIRM ESTABLISHED IN 1946 AND CAPITALIZED AT US\$13,000, ACTS AS AGENT FOR CONSTRUCTION EQUIPMENT, PUMPS, COMPRESSORS, DYESTUFFS, RAW COTTON AND TEXTILE MACHINERY. IT REPRESENTS INGERSOLL-RAND INT'L. NEW YORK, ENVIROTECH, SALT LAKE CITY; J.D. MARSHALL INT'L, CHICAGO; AND HOHENBERG BROS., MEMPHIS. THE FIRM'S SALES VOLUME ARE REPORTEDLY US\$8 MILLION ANNUALLY.

2. MR. RICHARD KING, MANAGER OF THE FIRM'S INDUSTRIAL AND CONSTRUCTION EQUIPMENT DEPARTMENT, IS SCHEDULED TO DEPART FOR THE UNITED STATES ON MAY 21 FOR A 4-WEEK VISIT TO DISCUSS WITH THE FIRM'S PRINCIPALS REGARDING MARKET DEVELOPMENT, AND TO LOCATE NEW AGENCY/DISTRIBUTORSHIP OPPORTUNITIES FOR CRANES; FORKLIFTS; FARMING MACHINES AND IMPLEMENTS; OIL DRILLING EQUIPMENT; PETROCHEMICAL PROCESSING EQUIPMENT; HAND TOOLS; AUTOMOBILE MAINTENANCE EQUIPMENT; AND MILITARY EQUIPMENT SUCH AS MINE-LAYING TRACTORS, AND CONSTRUCTION TOOLS ATTACHED TO M-48 TANKS.

3. GENERAL ASSISTANCE IS REQUESTED FROM USDOC FIELD OFFICES IN THE CITIES WHERE MR. KING WILL TRAVEL. MR.
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KING WAS ADVISED TO CALL THE FIELD OFFICES IN EACH CITY

UPON ARRIVAL. HIS PLANNED ITINERARY IS AS FOLLOWS:

MAY 21 ARR. SAN FRANCISCO

MAY 27 ARR. OKLAHOMA CITY

MAY 31 ARR. PHILADELPHIA

JUNE 4 ARR. NEW YORK

JUNE 6 ARR. BUFFALO

JUNE 9 ARR. CHICAGO

JUNE 11 ARR. SAN FRANCISCO

JUNE 13 ARR. LOS ANGELES (TENTATIVE)

JUNE 17 ARR. SEATTLE (TENTATIVE)

JUNE 21 ARR. HONOLULU (TENTATIVE)

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